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[\[PDF\]](#) [•Purchasing must become supply management](#)

P Kraljic - Harvard Business Review, 1983 - ximb.ac.in

... the volume purchased, percent- age of total **purchase** cost, or impact ..., availability, number of suppliers, competi- tive demand, **make-or-buy** opportunities, and ...

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[A transaction cost approach to make-or-buy decisions](#)

G Walker, D Weber - Administrative Science Quarterly, 1984 - jstor.org

... the supplier at this point, buyers should continue to **purchase** the component ... likely to be considered explicitly in every choice to **make** or **buy**, although in ...

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[Total cost of ownership: an analysis approach for purchasing](#)

LM Ellram - International Journal of Physical Distribution & Logistics, 1995 - ingentaconnect.com

... based on their relative importance to that **purchase**. ... acquisitions, Supplier selection

Ongoing supplier **make-buy** or with ... capital which can that **buy**, and can be ...

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[Make or buy—a key strategic issue](#)

D Ford, D Farmer - Long Range Planning, 1986 - Elsevier

... circuit boards (which are the company's biggest **buy**, involving a **purchase** approaching

Cim ... future plans allowed the supplier to **make** investments with ...

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[Total cost of ownership](#)

LM Ellram - International Journal of Physical Distribution & Logistics, 1995 - emeraldinsight.com

... The latter was particularly true in **make/buy** or outsourcing ... by type of **buy**, also

known as **buy** class ... unique, based on their relative importance to that **purchase**. ...

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[Supplier selection problem: a comparison of the total cost of ownership and analytic hierarchy ...](#)

KS Bhutta, F Huq - Supply Chain Management: An International Journal, 2002 - emeraldinsight.com

... magnitude and importance of the **buy** (Ellram, 1994 ... the board, enabling them to **make**

sound selections ... How to calculate total **purchase** cost", Hospital Management ...

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[Strategic Sourcing](#)

MG Anderson, P B Katz - Computer - emeraldinsight.com

... is applicable to services as well as **materials**. ... also must change how they **buy** in

order ... Traditionally, companies have focused on **purchase** price alone instead of ...

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[Buying Your Way to the Top](#)

M Keough - The McKinsey Quarterly, 1993 - questia.com

... such as **material** specification, strategic **make/buy** analysis, and ... It is useful to

make sure that project ... of performance put heavy emphasis on **purchase** price. ...

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[pdf] • [An Inquiry into the Nature and Causes of the Wealth of Nations.\(1776\)](#)

A Smith - 1937 - [www.lib.aub.edu.lb](#)

... in which they have some advantage over their neighbors, and to **purchase** with a ... us
with a commodity cheaper than we ourselves can **make** it, better **buy** it of ...

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[An empirical investigation into supply chain management: a perspective on partnerships](#)

RE Spekman, JW Kamauff, N Myhr - Supply Chain Management: An International Journal, 1998 - [emeraldinsight.com](#)

... strategic aspects of **make-or-buy** issues, and ... the contribution one's suppliers can

make to a ... purchasing metrics related to cost or initial **purchase price**. ...

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Key authors: [G Walker](#) - [P Kraljic](#) - [R Cooper](#) - [A Rindfleisch](#) - [W Deming](#)

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